

## **Dylan Thue-Jones**

352.246.5773  
[dylan2ejones@gmail.com](mailto:dylan2ejones@gmail.com)

Gainesville, FL 32608  
[www.linkedin.com/in/D2EJ](http://www.linkedin.com/in/D2EJ)

Accomplished and goal-driven individual with unique experience in real estate, and management seeking an opportunity to contribute to business growth through superior project management skills, customer focus and a team approach to delivering an exceptional end result.

### **KEY ACCOMPLISHMENTS**

- Identified, negotiated, and contracted for multi-state sites nationally for Bridgestone Tire company. Exceeded expected number of yearly development deals over the last 3+ years
- Managed an on-site residential new construction sales team to design and develop sales & marketing materials as well as negotiate all final sales leading to exceeding sales forecast in last 4 years with the organization and significantly beating the forecasted timeline for lot sales
- Top real estate sales producer consistently attaining Multi-Million Dollar level in both residential and commercial sales and finishing in the top 5% by sales volume among all agents.
- Successfully facilitated over 100 real estate and lease transactions during my career

---

### **SKILLS and COMPETENCIES**

Land and Property Valuation  
Due Diligence

Contracting and Drafting & Execution  
Commercial & Lease Transactions

Strong attention to detail  
Cash Flow

---

### **EXPERIENCE**

**2EJ Real Estate & Investments**  
*Broker/Principal*

**2021 - CURRENT**

Focused on assisting investors, corporations, and private individuals expand their business through the acquisition and disposition of commercial real estate and development. Responsibilities include business development, drafting and executing transaction documents, site selection for multiple clients. Deeply involved in acquisitions and dispositions, tenant representation, and analyzing financial and market data.

- Responsible for business development and lead generation.
- Working knowledge of zoning and land use practices, development standards, entitlement/permitting process, and utility solutions.
- Prepare execution documents such as Leases, LOI's, and Purchase and Sale agreements.
- Performs and manages various due diligence activities and investigations of site opportunities and constraints.
- Prioritized and managed on-going negotiations for multiple clients simultaneously.

- Developed relationships with real estate developers, and corporate leaders that have produced three purchase transactions and five lease transactions to date for expanding retailers.

## **Concept Companies**

**2017 – 2021**

### *Director of Real Estate*

Responsibilities include business development, drafting and executing transaction documents, site selection for multiple clients, and managing build-to-suit projects. Deeply involved in acquisitions and dispositions, analyzing financial and market data. Multiple years of demonstrated success managing build to-suit projects from conception to completion in multiple states for a national retail tenant.

- Prepare execution documents such as Leases, LOI's, and Purchase and Sale agreements.
- Responsible for business development.
- Working knowledge of zoning and land use practices, development standards, entitlement/permitting process, and utility solutions.
- Performs and manages various due diligence activities and investigations of site opportunities and constraints.
- Partnered with key stakeholders and government officials regarding proposed development plans resulting in completion of most projects on time and within budget
- Prioritized and managed on-going negotiations for multiple clients simultaneously.

## **Coldwell Bankers, Gainesville, FL**

**2004-2017**

### *Broker – Associate*

Responsible for providing guidance and assistance to sellers and buyers in marketing and purchasing property for the best terms and price. Created traditional and social media marketing programs and advised clients regarding market conditions and marketability of properties. Prepare documents such as representation contracts, purchase agreements, leases and closing statements. Managed an on-site residential new construction sales team to design and develop sales & marketing materials as well as negotiate all final sales.

- Multi-Million Dollar producer and finished in the top 5% by sales volume among all agents in both residential and commercial sales
- Maintained a 100% success rate for on time completion and remaining within the budget for the design and building of projects including, but not limited to, new construction homes.
- Supervised 3 employees per job, promoting a well-organized, hardworking, efficient environment resulting in zero turnover and which contributed to flawless on-time performance
- Utilized strong communication skills with the customer's technical team, vendors, sub-contractors, and labor providers which led to properly resourced projects, on-time completion of high-quality work, and excellent customer feedback
- Developed project proposals, pitched business and serviced plans to variety of clients

---

## **EDUCATION**

A.A. Degree- Santa Fe College  
Gainesville, FL

Real estate sales Associate License

Real Estate Brokers License

## **PROFESSIONAL AFFILIATIONS**

Licensed Real Estate Broker

International Council of Shopping Centers Member

Urban Land Institute Member

National Association of Realtors

---